

## CLAIMS

The embodiments of the invention in which an exclusive property or privilege is claimed are defined as follows:

- 1 1. A method for facilitating multiparty communication regarding leads,  
2 comprising:  
3 receiving initial information regarding a customer lead from a first  
4 party;  
5 identifying a second party to which to provide at least a portion of the  
6 initial information;  
7 providing at least a portion of said initial information to said second  
8 party;  
9 receiving updated information regarding said customer lead from said  
10 second party; and  
11 determining compensation owed by said second party based, at least in  
12 part, on said updated information.
- 1 2. The method of claim 1, wherein said receiving initial information regarding a  
2 customer lead from a first party includes at least one of the following:  
3 allowing said first party to provide said initial information via a Web  
4 site;  
5 receiving said initial information via an electronic communication;  
6 receiving said initial information at a Web site accessed by said first  
7 party.
- 1 3. The method of claim 1, wherein said identifying a second party to which to  
2 provide said initial information includes at least one of the following:  
3 allowing said first party to select said second party from a plurality of  
4 service providers; and  
5 allowing said first party to identify a service needed by said customer  
6 and identifying a party that can provide said service.

- 1 4. The method of claim 1, wherein said identifying a second party to which to  
2 provide said initial information includes at least one of the following:  
3 selecting said second party from a plurality of service providers;  
4 determining a service needed by said customer based on said initial  
5 information and identifying a party that can provide said service; and  
6 receiving an identification of said second party from said first party.
- 1 5. The method of claim 1, wherein said identifying a second party to which to  
2 provide said initial information includes:  
3 determining a characteristic associated with said customer based, at  
4 least in part, on said initial information;  
5 determining a service associated with said characteristic; and  
6 identifying a party that can provide said service.
- 1 6. The method of claim 1, wherein said providing at least a portion of said initial  
2 information to said second party includes:  
3 providing a notice to said second party regarding availability of at least  
4 a portion of said initial information; and  
5 allowing said second party to retrieve at least a portion of said initial  
6 information.
- 1 7. The method of claim 1, wherein said providing at least a portion of said initial  
2 information to said second party includes:  
3 providing a notice to said second party regarding availability of at least  
4 a portion of said initial information; and  
5 allowing said second party access to said portion of said initial  
6 information via a Web site.
- 1 8. The method of claim 1, wherein said providing at least a portion of said initial  
2 information to said second party includes at least one of the following:

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3 providing an electronic communication to said second party that  
4 includes said at least a portion of said initial information; and  
5 providing an electronic communication to said second party that  
6 includes data indicative of a location of said at least a portion of said  
7 information.

1 9. The method of claim 1, wherein said providing at least a portion of said initial  
2 information to said second party includes at least one of the following:

3 providing an email message to said second party indicative of a receipt  
4 of said initial information; and

5 providing an electronic communication to said second party indicative  
6 of a receipt of information regarding said customer.

1 10. The method of claim 1, wherein said receiving updated information regarding  
2 said customer lead from said second party includes at least one of the following:

3 allowing said second party to provide said updated information via a  
4 Web site;

5 allowing said second party to access a Web site where said initial  
6 information is stored and update said initial information via said Web site;

7 receiving said updated information via an electronic communication;

8 and

9 receiving said updated information at a Web site accessed by said  
10 second party.

1 11. The method of claim 1, wherein said determining compensation owed by said  
2 second party based, at least in part, on said updated information includes at least one  
3 of the following:

4 determining a value of a transaction between said second party and  
5 said customer;

6 determining existence of a transaction between said second party and  
7 said customer and basing said compensation, at least in part, on said  
8 transaction;

9 charging a fee to said second party for providing at least a portion of  
10 said initial information; and  
11 charging a fee to said second party per transaction between said second  
12 party and said customer.

1 12. The method of claim 1, wherein said initial information includes at least one  
2 of the following:

3 information regarding contact between said first party and said  
4 customer;  
5 a name of said customer;  
6 contact information for said customer;  
7 a postal address for said customer;  
8 a description of said customer;  
9 a characteristic of said customer; and  
10 a customer identifier.

1 13. The method of claim 1, wherein said first party is a referral source.

1 14. The method of claim 1, wherein said second party is a service provider.

1 15. The method of claim 1, wherein said compensation is based on at least one of  
2 the following:

3 a fee per transaction conducted between said second party and said  
4 customer;  
5 a percentage of revenue received by said second party as a result of a  
6 transaction between said second party and said customer; and  
7 a fee per customer contacted by said second party.

1 16. The method of claim 1, wherein said updated information includes at least one  
2 of the following:

3 updated contact information for said customer;  
4 updated postal address for said customer;

5 information regarding a transaction between said second party and said  
6 customer;  
7 information regarding a sale of services by said second party to  
8 customer; and  
9 information regarding contact between said second party and said  
10 customer.

1 17. The method of claim 1, further comprising:  
2 storing information regarding a plurality of service providers, wherein  
3 said second party is one of said plurality of service providers.

1 18. The method of claim 17, further comprising:  
2 creating a lead associated with said first customer and said second  
3 party, wherein said lead includes at least part of said initial information.

1 19. The method of claim 18, wherein none of said plurality of service providers  
2 other than said second party have access to said lead.

1 20. The method of claim 18, wherein said allowing said second party to access  
2 said initial information includes allowing said second party to access said lead.

1 21. The method of claim 1, further comprising:  
2 receiving initial information regarding a new customer lead from said  
3 first party;  
4 identifying a third party to which to provide said initial information  
5 regarding said new customer;  
6 providing at least a portion of said initial information regarding said  
7 new customer lead to said third party; and  
8 receiving updated information regarding said new customer lead from  
9 said third party.

1 22. The method of claim 1, further comprising:

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2 receiving said compensation.

1 23. The method of claim 1, further comprising:

2 providing at least a portion of said compensation to said first party.

1 24. The method of claim 1, further comprising:

2 determining an amount of said compensation to provide to said first  
3 party.

1 25. The method of claim 1, further comprising:

2 determining a characteristic associated with said customer based, at  
3 least in part, on said information.

1 26. The method of claim 1, wherein said characteristic includes at least one of the  
2 following:

3 a description of property managed by said customer;  
4 a description of property owned by said customer;  
5 a description of property being developed by said customer;  
6 a current need for a service expressed by said customer;  
7 an expected need for a service of said customer;  
8 a description of at least one business activity conducted by said  
9 customer; and  
10 a geographic location of said customer.

1 27. The method of claim 1, wherein said first party does not have access to said  
2 updated information.

1 28. The method of claim 1, further comprising:

2 generating a report regarding said second party and at least one  
3 customer lead associated with said second party.

1 29. The method of claim 28, further comprising:

2 providing said report to said second party.

1 30. The method of claim 1, wherein said first party generates said initial  
2 information as a result of an interaction with said customer.

1 31. The method of claim 1, further comprising:  
2 providing a notification of said compensation.

1 32. A method for facilitating multiparty communication regarding leads,  
2 comprising:  
3 receiving initial information regarding a first customer from a first  
4 party;  
5 identifying a second party to which to provide a notice regarding  
6 availability of at least a portion of said initial information;  
7 providing said notice to said second party;  
8 allowing said second party to access said at least a portion of said  
9 initial information; and  
10 receiving updated information regarding said first customer from said  
11 second party.

1 33. The method of claim 32, wherein said identifying a second party to which to  
2 provide a notice regarding availability of at least a portion of said initial information  
3 includes at least one of the following:  
4 allowing said first party to select said second party from a plurality of  
5 service providers;  
6 allowing said first party to identify a service needed by said first  
7 customer and identifying a party that can provide said service;  
8 selecting said second party from a plurality of service providers;  
9 determining a service needed by said customer based on said initial  
10 information and identifying a party that can provide said service; and  
11 receiving an identification of said second party from said first party.

- 1 34. The method of claim 32, wherein said identifying a second party to which to  
2 provide a notice regarding availability of at least a portion of said initial information  
3 includes at least one of the following:  
4 determining a characteristic associated with said customer based, at  
5 least in part, on said initial information; and  
6 determining a service associated with said characteristic; and  
7 identifying a party that can provide said service.
- 1 35. The method of claim 32, wherein said providing said notice to said second  
2 party includes at least one of the following:  
3 providing an electronic communication to said second party that  
4 includes said notice;  
5 providing an electronic communication to said second party that  
6 includes data indicative of a location of said notice;  
7 providing an email message to said second party indicative of a receipt  
8 of said initial information; and  
9 providing an electronic communication to said second party indicative  
10 of a receipt of information regarding said customer.
- 1 36. The method of claim 32, wherein said allowing said second party to access  
2 said at least a portion of said initial information includes at least one of the following:  
3 allowing access by said second party to a Web site that includes said at  
4 least a portion of said initial information;  
5 allowing said second party to retrieve said at least a portion of said  
6 information from a resource indicated in said notice; and  
7 allowing said second party to access a resource indicated in said  
8 notice; and  
9 facilitating access by said second party to said at least a portion of said  
10 initial information via a Web site.
- 1 37. The method of claim 32, further comprising:



2 storing information regarding a plurality of service providers, wherein  
3 said party is one of said plurality of service providers.

1 38. The method of claim 32, further comprising:

2 receiving initial information regarding a second customer from a third  
3 party;

4 identifying a fourth party to which to provide a notice regarding  
5 availability of at least a portion of said initial information regarding said  
6 second customer;

7 providing said notice regarding availability of at least a portion of said  
8 initial information regarding said second customer to said fourth party; and

9 allowing said fourth party to access said at least a portion of said initial  
10 information regarding said second customer.

1 39. The method of claim 32, further comprising:

2 receiving initial information regarding a second customer from said  
3 first party;

4 identifying a third party to which to provide a notice regarding  
5 availability of at least a portion of said initial information regarding said  
6 second customer;

7 providing said notice regarding availability of at least a portion of said  
8 initial information regarding said second customer to said third party; and

9 allowing said third party to access said at least a portion of said initial  
10 information regarding said second customer.

1 40. The method of claim 32, further comprising:

2 determining compensation owed by said second party based, at least in  
3 part, on said updated information.

1 41. The method of claim 40, further comprising:

2 receiving said compensation.

- 1 42. The method of claim 40, further comprising:  
2 determining a least a portion of said compensation owed to said first  
3 party.
- 1 43. The method of claim 40, further comprising:  
2 providing at least a portion of said compensation to said first party.
- 1 44. The method of claim 40, further comprising:  
2 creating a lead based, at least in part, on said initial information.
- 1 45. The method of claim 44, wherein said identifying a second party to which to  
2 provide a notice regarding availability of at least a portion of said initial information  
3 comprises:  
4 identifying a second party to provide a notice regarding availability of  
5 said lead.
- 1 46. The method of claim 44, wherein said allowing said second party to access  
2 said at least a portion of said initial information comprises:  
3 allowing said second party to access said lead.
- 1 47. The method of claim 44, wherein said first party is one of a plurality of service  
2 providers and none of said plurality of service providers except said first party can  
3 access said lead.
- 1 48. A method for facilitating access to information regarding at least one  
2 customer, comprising:  
3 facilitating creation of a first lead based, at least in part, on information  
4 regarding a customer;  
5 facilitating identification of a first party which will be allowed to  
6 access said first lead;  
7 providing a notice to said first party regarding availability of access to  
8 said first lead; and

9 allowing said first party to access said first lead.

1 49. The method of claim 48, further comprising:

2 creating a second lead based, at least in part, on said information;

3 identifying a second party to which to provide a notice regarding

4 availability of said second lead;

5 providing said notice to said second party; and

6 allowing said second party to access said second lead.

1 50. The method of claim 48, further comprising:

2 receiving information regarding said customer.

1 51. The method of claim 50, wherein said first lead is based, at least in part, on

2 said information.

1 52. The method of claim 48, further comprising:

2 receiving updates to said information from said first party.

1 53. The method of claim 52, further comprising:

2 determining compensation owed by said first party based, at least in  
3 part, on said updated information.

1 54. The method of claim 52, further comprising:

2 maintaining information regarding a plurality of service providers,

3 wherein said first party is one of said plurality of service providers.

1 55. A method for facilitating access to information regarding at least one

2 customer, comprising:

3 allowing a first party to create a lead regarding a customer;

4 allowing said first party to identify a second party to which to provide

5 said lead;

6 providing notice to said second party regarding availability of said  
7 lead;  
8 allowing said second party to access said lead; and  
9 receiving updated information from said second party regarding said  
10 customer.

1 56. The method of claim 55, further comprising:  
2 determining compensation owed by said second party based, at least in  
3 part, on said updated information.

1 57. A system for facilitating access to customer information, comprising:  
2 a memory;  
3 a communication port; and  
4 a processor connected to said memory and said communication port, said  
5 processor being operative to:  
6 facilitate creation of a first lead based, at least in part, on information  
7 regarding a customer;  
8 facilitate identification of a first party which will be allowed to access  
9 said first lead;  
10 provide a notice to said first party regarding availability of access to  
11 said first lead; and  
12 allow said first party to access said first lead.

1 58. A computer program product in a computer readable medium for facilitating  
2 exchange of customer information, comprising:  
3 first instructions for generating a lead based, at least in part, on  
4 information regarding a customer;  
5 second instructions identifying a first party which will be allowed to  
6 access said lead;  
7 third instructions for sending a notice to said first party regarding  
8 availability of access to said lead; and  
9 fourth instructions for providing access said lead by said first party.